

1916

Capitol Fountain Pens

Regular *and*
Self-Filling Types



Catalogue No. C116

Manufactured by

Aiken-Lambert Co.

10 Cortlandt Street New York City

ALCo

“Capitol” Fountain Pens

Made for *Life-time use*—
day in and day out

A Selection of
Quick-Selling Styles in Regular and Self-filling types

Catalogue No. C116



The superiority of the “ALCo” Ink
Feed has been demonstrated by its use
for more than a Quarter of a Century

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Aikin-Lambert Co.

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10 Cortlandt Street

New York City

An Unlimited Guarantee

A printed slip carrying the following *Unlimited Guarantee* goes with every "Capitol" Fountain Pen

This fountain pen is carefully made and fitted. The gold pen is 14 Karat gold, hand-tempered and tipped with hard iridium. It is Guaranteed against defect in either material or workmanship, and if, without misuse, it fails to give satisfaction it will be replaced in whole or in part, without cost.

Aikin-Lambert Co. [Established 1864.] 10 Cortlandt Street, New York

An attractive box is furnished for each pen, and a Filler always accompanies the Regular Style of Pen.

Slips giving the following Directions are put into the individual boxes:

Directions for use of **Regular** Fountain Pens:

Always carry pen in the pocket with Pen Point up. Before filling, if the pen is new or dry, unscrew the section end which contains the pen, and run water through it with the pen point down. Do not remove the gold pen.

To Fill the Pen—Fill barrel nearly full with good, fresh, fluid ink; replace the point section

by screwing it firmly into the barrel.

To Clean—Run water through the point section as directed. If it has been in use a long time without cleaning, soak it thoroughly in water.

Caution—Remove and replace cap carefully by turning. Do not force it on or off suddenly. See that vent holes in cap are always kept open.

Directions for use of **Lever Self-Filling** Fountain Pens:

When Filling the First Time—Submerge the pen point in a tumbler of water and send the water back and forth through the pen several times by raising and lowering the Lever. This wets the *new* feed and causes the ink to flow properly. The operation is necessary only when the pen is filled for the *first* time.

To Fill—Raise the lever on the side of the

barrel; submerge pen point in the ink. Then snap the Lever back to place. Pen is now filled. (See p. 6-7)

Caution—Do not raise the Lever when there is ink in the pen, unless the point is held over the ink bottle.

To Clean—Flush with cold water by submerging pen point and working Lever back and forth several times.

There is Nothing About ALCo Pens that can get out of order:

CAPITOL FOUNTAIN PENS are made for lifetime use—day in and day out. There is nothing about them that can get out of order—nothing that a little cleaning will not immediately remedy. The soft rubber ink filler used for the Regular style of fountain pen, and the collapsible inside reservoir of the Capitol Self-Fillers, are readily replaced for a few cents, if, after a couple of years, these soft rubber parts show signs of deterioration.

The holders are of high-grade hard rubber, carefully turned and fitted and handsomely chased and finished.

The superiority of the ALCo ink feed has been demonstrated by its use for more than a quarter of a century, during all of which time we have been manufacturing Fountain Pens as one of our specialties.

ALCo Fountain Pens are so constructed that there must be an even and steady flow of ink and there can be no leaking or sweating. Before being packed for stock, every pen is carefully tested and inspected to assure its perfection.

The Gold Pens are 14 Karat, have hand-tempered nibs and are tipped with hard iridium. We were makers of gold pens before fountain pens came into general use, and throughout the trade today our gold pens continue to be recognized as the best.

Aiken-Lambert Gold Pens excel particularly in the temper and points. They have a lasting spring and with ordinary care will perfectly serve during a lifetime.

Aiken-Lambert Co.



03-Reg. Chased holder. No. 03 Gold Pen. Will give satisfactory service for many years. Each..... **\$1.00**

04-Reg. Chased holder. Same as 03 Reg., but with No. 04 Gold Pen. Each..... **\$1.50**

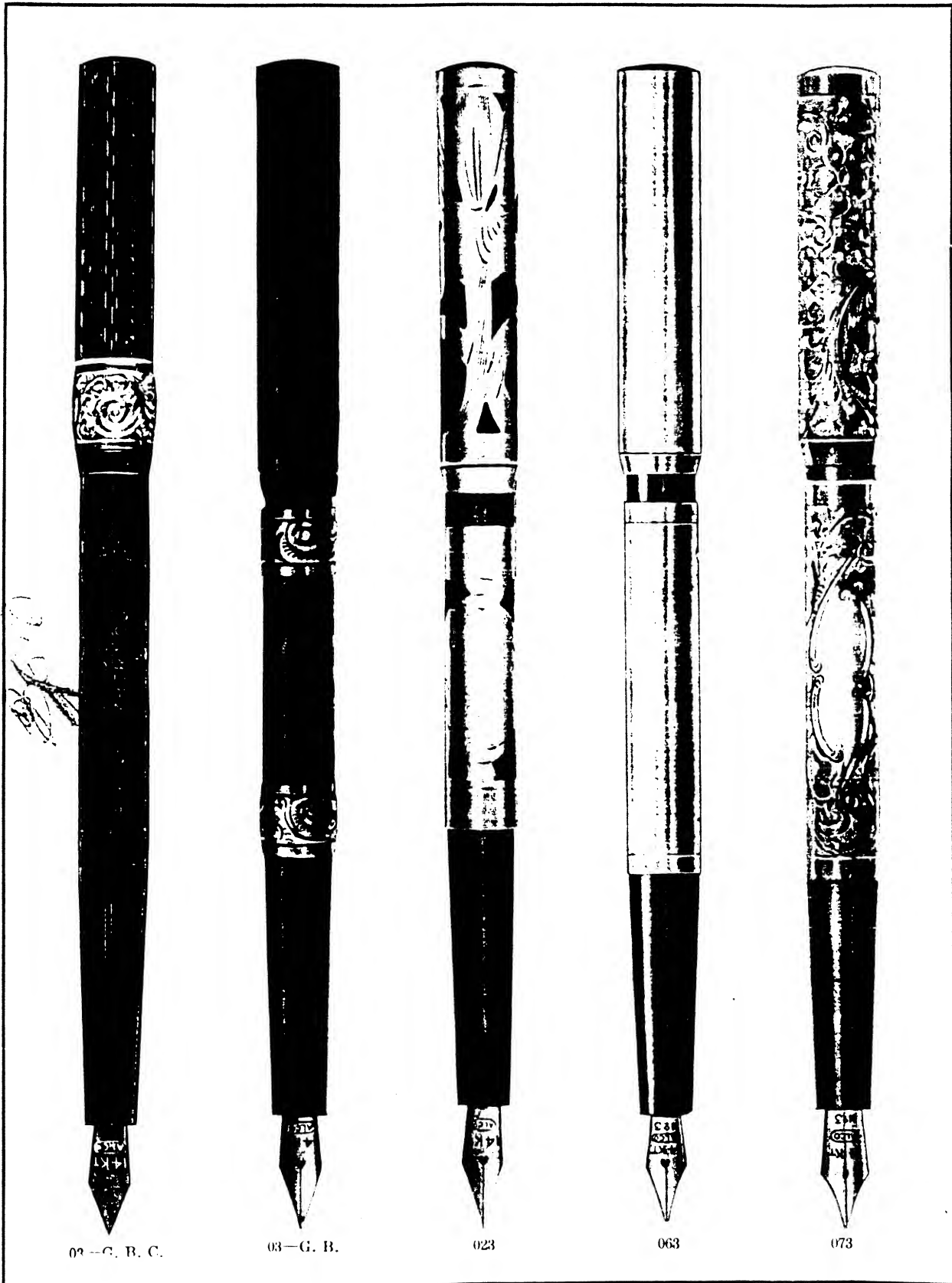
03-S. C. Short. This has safety screw cap—will not leak in any position. Convenient size for ladies' purse. No. 03 Gold Pen. Chased holder. Each..... **\$1.25**

03-S. C. G. B. W. R. Has safety screw cap; fitted with Gold Band and Ring on Cap for Waldemar chain. Excellent for trained nurse to carry on chain. Each **\$2.50**

03-S. C. Long. Chased holder with safety screw cap. No. 03 Gold Pen. Will not leak in any position. Each **\$1.25**

03-G. B. C. Chased holder, mounted with hand-chased, half inch Gold Band on Cap—18 Kt. 1-10 stock. The Gold Band adds the individual touch. No. 03 Gold Pen. Each **\$2.00**

Pens are all 14 Kt. Gold. Fine, medium or stub nibs may be ordered. If not otherwise specified medium nibs will be supplied. For attached clips add for each pen—German Silver 25c - Sterling 50c - Gold Filled \$1.00 (See page 7)



04—G. B. C. Same as 03 G. B. C., but with 04 Gold Pen. Each \$2.50

03—G. B. A distinctive design—chased holder, mounted with two hand-chased Gold Bands 18 Kt. 1-10 stock. No. 03 Gold Pen. Each..... \$2.00

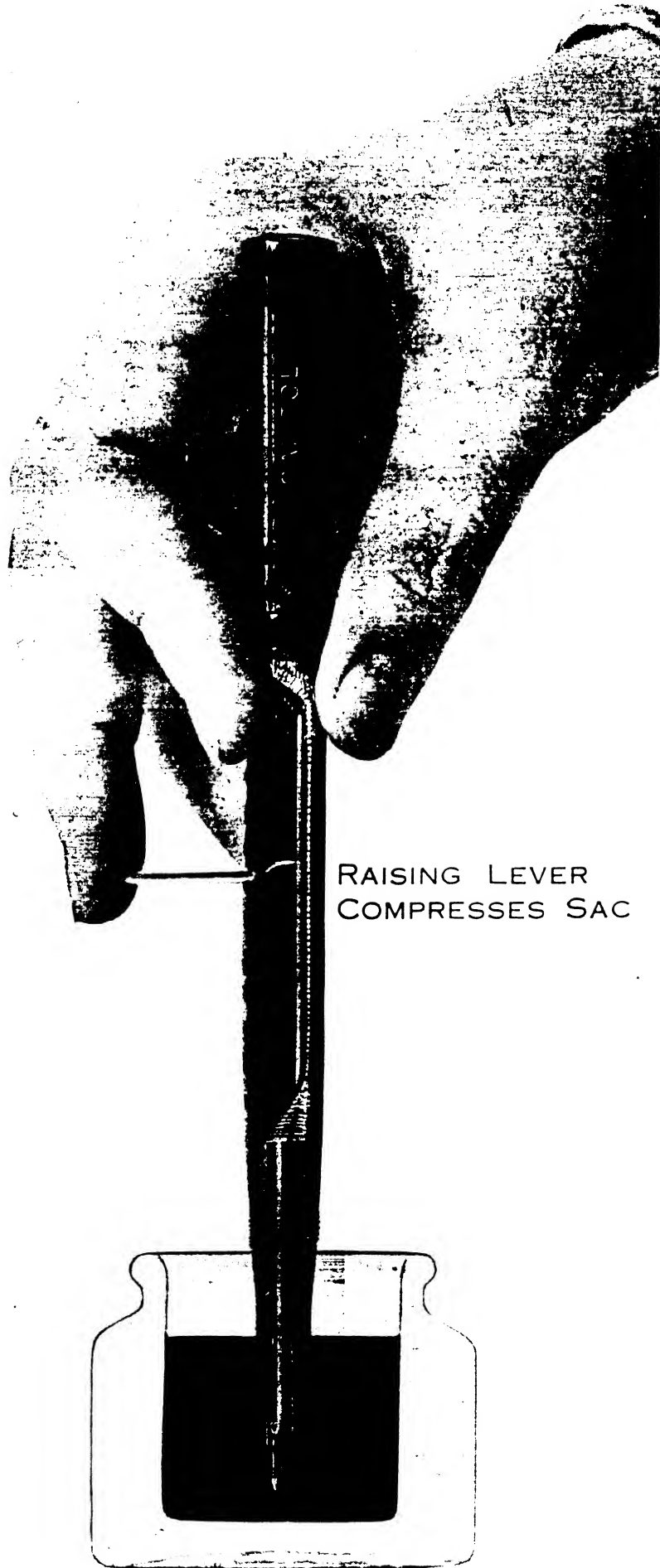
04—G. B. Same as 03 G. B., but with No. 04 Gold Pen. Each \$2.50

023 —Sterling Silver Filigree Mounting—hand engraved—well designed. The Silver gives a pleasing contrast. No. 03 Gold Pen. Each \$2.50

063 Plain Gold-Filled mounting—18 Kt. 1-10 stock. A simple yet very handsome style. No. 03 Gold Pen. Each \$4.00

073 Gold-Filled, Etched Mounting—18 Kt. 1-10 stock—unusually attractive and handsome. No. 03 Gold Pen. Each \$5.00

Pens are all 14K Gold. Fine, medium or stub nibs may be ordered. If not otherwise specified medium nibs will be



RAISING LEVER
COMPRESSES SAC

For illustrations
Mountings of “Capitol”
Lever Self-Filling Fountain

Illustration

SNUG AGAINST
SHOULDER—
CAN'T LEAK

HALF A TURN
LOCKS IT



For Attached Clips on Self-Filling Fountain Pens, see prices as follows:

- German Silver
- Sterling Silver
- Gold Filled

For illustrations of styles of Self-Filling Fountain Pens, see page 8.

Pens are all 14K Gold. Fine, unless otherwise specified.

of the styles of "Capitol" Lever Self-Filling Fountain Pens, see page 8

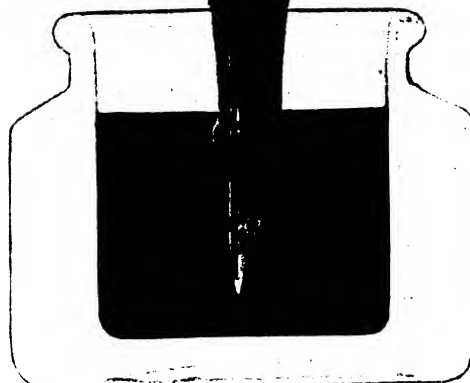
Exact Size



Self-Filling Fountain Pens are listed without clips. Where desired, we furnish with ALCo Ball Clip, at the additional prices listed below.



DROPPING LEVER FILLS SAC WITH INK

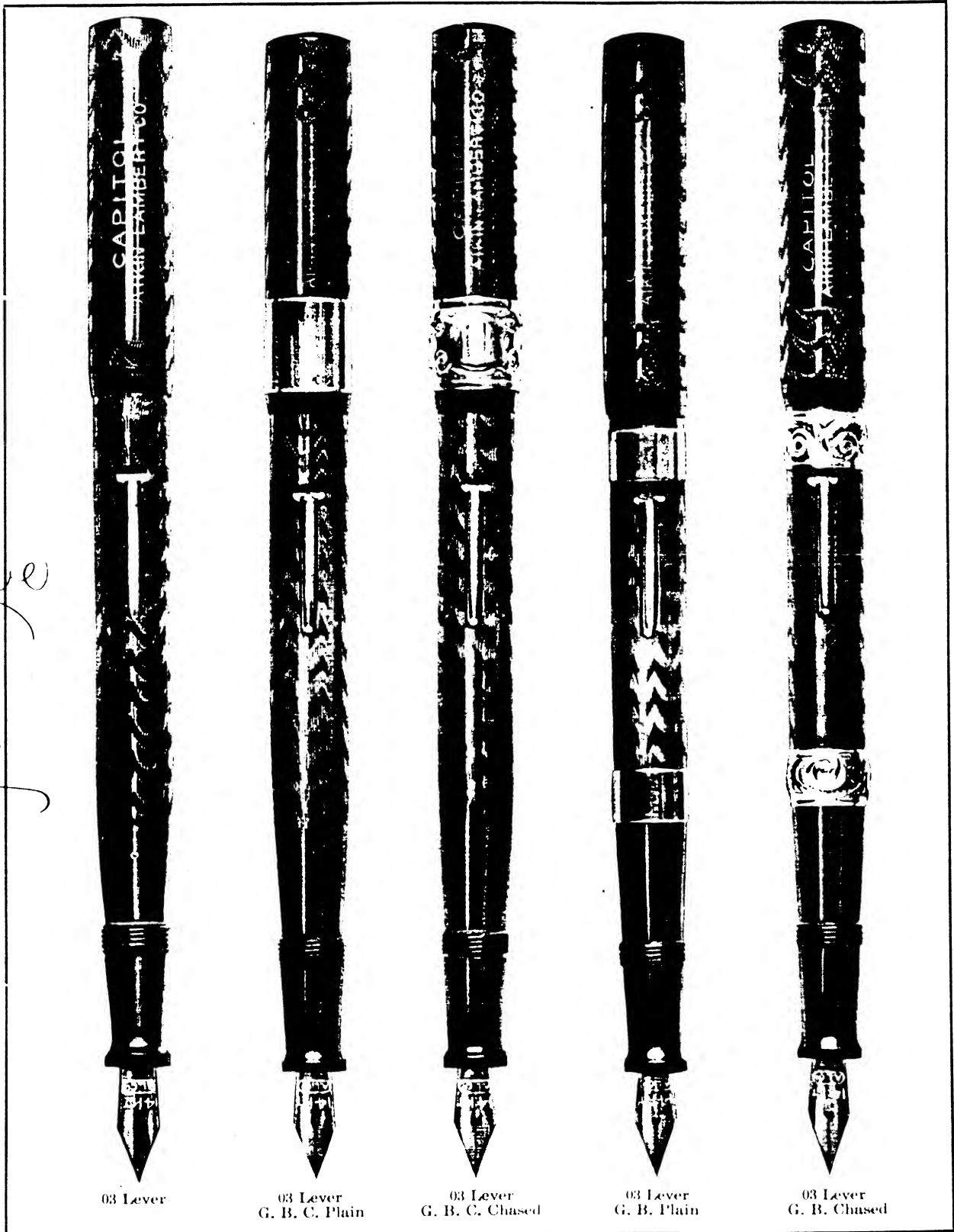


ing Fountain Pens, add to list

- Each \$.25
- “ .50
- “ 1.00

ntings of "Capitol" Self-Filling

n, or stub nibs may be ordered.
um nibs will be supplied.



Handwritten notes on the left side of the page:

114.00

3.40

4500

24

03 Lever

03 Lever
G. B. C. Plain

03 Lever
G. B. C. Chased

03 Lever
G. B. Plain

03 Lever
G. B. Chased

03 Lever. Chased holder. No. 03 Gold Pen. A great seller at a popular price. Each **\$1.50**

03 Lever-G. B. Plain Has two plain Gold Bands on holder. 18K. 1/10 stock. No. 03 Gold Pen. Each **\$2.50**

03 Lever-G. B. Chased. Holder is ornamented with two Chased Gold Bands. 18K. 1/10 stock. No. 03 Gold Pen. Each **\$2.50**

03 Lever-G. B. Chased. Has half-inch Chased Gold Band on Cap. 18K. 1/10 stock. No. 03 Gold Pen. Each **\$2.50**

03 Lever-G. B. C. Plain. Has half-inch Plain Gold Band on Cap. 18K. 1/10 stock. No. 03 Gold Pen. Each **\$2.50**

Pens are all 14K Gold. Fine, medium or stub nibs may be ordered. If not otherwise specified, medium nibs will be supplied. If attached clips are wanted add for each pen as follows: For German Silver Clips, 25c.; for Sterling, 50c.; for Gold Filled Clips, \$1.00.



"The Mercantile Clip, at little cost, saves Pen or Pencil from being lost"

Mercantile Adjustable Clip

Made of spring metal in two sizes, adjustable to any size fountain pen or pencil.

The pear-shaped gripper on this clip is a most practical feature. The round pointed end permits the clip to slip over the edge of the pocket in the easiest manner, then takes a firm hold and allows of removal only by just the right amount of pull. This clip is convenient for use on a fountain pen having no attached clip. We also make a smaller size that securely holds a round or octagon pencil.

Prices, in bulk:

Polished Nickel finish, Each	8.05
Gold Plated finish, Each	.25
Polished Nickel finish, per gross	7.20
Gold Plated finish, per doz.	3.00

Easel Cards, Price per Card:

No.			
1	2 Doz., Fountain Pen Size, and	}	\$1.80
1	1 Doz., Pencil Size		
2	3 Doz., Fountain Pen Size		1.80
3	3 Doz., Pencil Size		1.80

Imprints

Capitol Fountain Pens and the individual boxes for them will be specially imprinted with dealers' name without extra charge, on orders for a gross or more *to be shipped at one time*.

For such imprints we recommend the use of our standard style lettering, as illustrated on this page. Less time is required to make the regular imprints and the effect is most satisfactory. The imprinting of the pens will be either upon the barrel or cap depending upon the particular style of pen ordered. This can be left to our judgment.

If imprints of special design are required a charge will be made to cover additional cost of special dies, etc., and two weeks time should be allowed to do the extra work.

As may reasonably be expected, imprinted pens are not returnable for either credit or exchange.

Capitol Pens are Banded to show number and price

As a help to the dealer's salesforce all Capitol Fountain Pens are banded to clearly show the style number and catalog price—which is the retail price usually asked by all dealers throughout the country. See accompanying illustration.

If the dealer wishes number only on the bands we can so supply the pens, but we cannot undertake to furnish bands showing prices different from the regular prices printed in catalog.

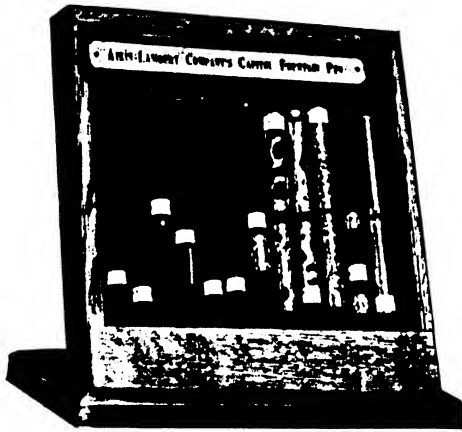


Showing how
Capitol Pens
are Imprinted
for the dealer.



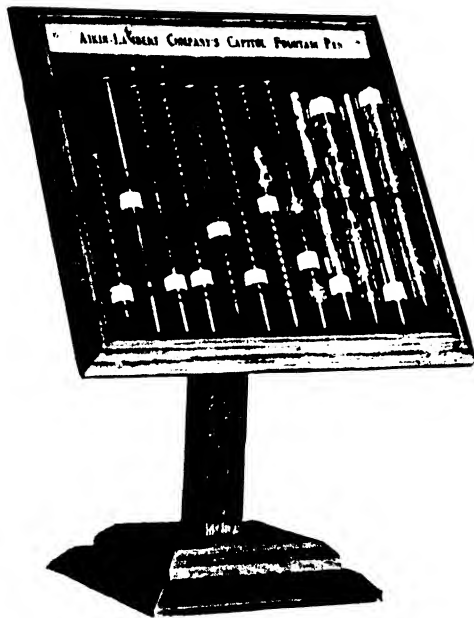
Showing how
Capitol Pens
are banded to
show number
and price.

Pens Well-Displayed Are Quickly Sold!



No. 50—Easel Counter Stand

Displays one dozen pens. Oak frame; glass front; hinged back drops downward. Especially appropriate for placing on top of show case or counter. Loaned free to dealers placing initial order for assortment of two dozen "Capitol" Fountain Pens.



No. 51—Pedestal Display Stand

Displays one dozen pens. Lined with velvet. Glass top. Attractive for counter or window. Loaned free to dealers placing initial order for assortment of two dozen "Capitol" Fountain Pens.

PROGRESSIVE DEALERS have found that a line of ALCo "Capitol" Fountain Pens well displayed arouses so much interest that many good opportunities are offered for salesmanship. Everyone who doesn't now own a fountain pen wants one. The Display appeals to this desire and greatly increases the sales. The Display-stands and Cases illustrated on this and the following page have proven to be very effective. The smaller Stands are appropriate for dealers who are commencing to build up sales for these profitable lines or wish to specialize on a few styles. We find that dealers soon supplement the Window Displays with the larger Show Cases.

"ALCo" Display Stands are loaned free to Dealers ordering one dozen or more "Capitol" Fountain Pens, in one style or assorted, including both Regular and Lever Self-filling types.



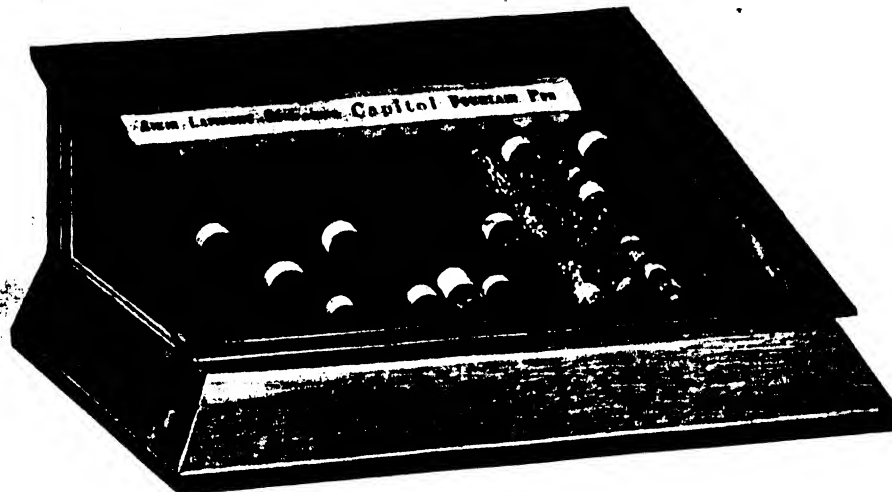
No. 52—Window Display

Displays one dozen pens. Polished Oak. Particularly good in window display. Loaned free to dealer placing initial order for assortment of one dozen "Capitol" Fountain Pens.

Every pen is banded with number and price

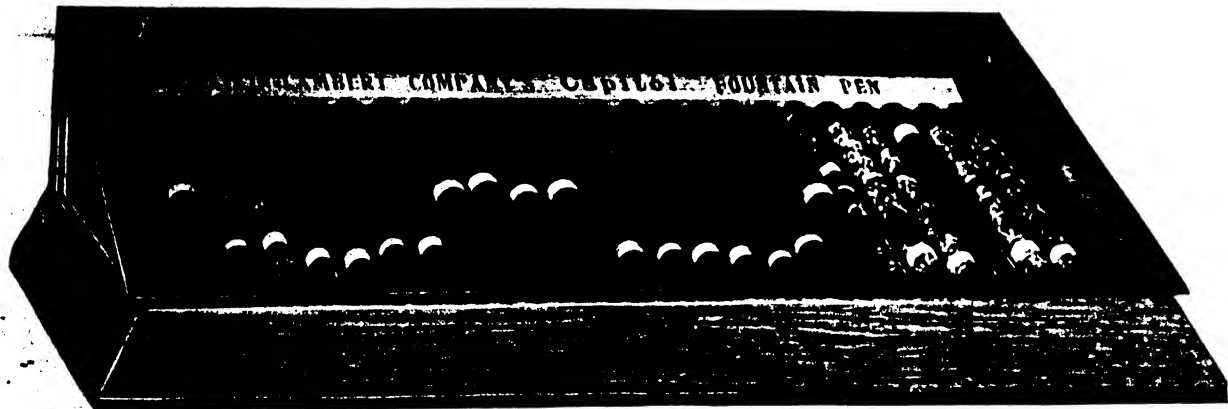
Pens Well-Displayed Are Quickly Sold!

"ALCO" Fountain Pens are a utilitarian, staple stock, selling well throughout the year, and are especially suitable also for many gift occasions—for graduation rewards, birthdays, prizes, etc. With these displays you help your salesforce to make record sales.



No. 53—Slant Top One-Dozen Case

Displays one dozen pens. Frame is of finished oak with polished glass top. Has removal velvet-lined tray. Loaned free to dealers placing initial order for two dozen assorted "Capitol" Fountain Pens.



No. 54—Slant Top Two-Dozen Case

Displays two dozen pens. Frame is of finished oak with polished glass top. Has removable velvet-lined tray. Loaned free of charge to dealers placing initial order for two dozen assorted "Capitol" Fountain Pens of either the Regular or Lever Self-filling type.

Dealers who can carry large stocks of our "Capitol" Fountain Pens, will be supplied with suitable show cases under special arrangement with either our New York office or with traveling representatives.